

Message Text

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46

ACTION TRSE-00

INFO OCT-01 NEA-14 ISO-00 EA-11 EB-11 OMB-01 SP-03 AID-20

NSC-07 RSC-01 CIEP-02 SS-20 STR-08 CEA-02 CIAE-00

FRB-02 INR-10 NSAE-00 XMB-07 OPIC-12 LAB-06 SIL-01

L-03 H-03 DRC-01 /146 W

----- 107267

R 100550Z MAY 74

FM AMEMBASSY KATHMANDU

TO AMEMBASSY MANILA

INFO SECSTATE WASHDC 8283

USDOC WASHDC

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MANILA FOR USADB

E.O. 11652: N/A

TAGS: BEXP, NP

SUBJECT: PURCHASE OF NAVIGATIONAL EQUIPMENT FOR NEPAL

1. EMBASSY ECONOMIC/COMMERCIAL OFFICER HAS HAD SEVERAL DISCUSSIONS RECENTLY WITH LOCAL REPRESENTATIVE OF INTERNATIONAL TELEPHONE AND TELEGRAPH (ITT) REGARDING NAVIGATIONAL EQUIPMENT, VALUED AT APPROXIMATELY \$800,000, WHICH GON INTENDS PURCHASE UNDER ADB AIRPORT DEVELOPMENT PROJECT IN NEPAL. ITT SUBSIDIARIES FACE (ITALY) AND STANDARD ELECTRIC LORENZ (WEST GERMANY) HAVE SUBMITTED BIG THROUGH RADONICE (ITALY) TO PROVIDE DVOR AND DME EQUIPMENT FOR AIRPORT PROJECT. IT IS OUR UNDERSTANDING THAT GON HAS DECIDED IN FAVOR OF ITT EQUIPMENT, BUT THAT ADB OFFICIALS MAY HAVE RAISED QUESTIONS REGARDING GON DECISION.

2. PROBLEM EVIDENTLY ARISES FROM FACT THAT GON IN JANUARY 1973 HAD CALLED FOR GLOBAL TENDERS TO SUPPLY VOR AND DME EQUIPMENT. AFTER BIDS RECEIVED, WITH AWA OF AUSTRALIA APPARENTLY HAVING INSIDE TRACE, GON DECIDED THAT VOR WAS NOT SUITABLE FOR
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CONDITIONS IN NEPAL, AND THAT DVOR EQUIPMENT WAS NEEDED INSTEAD.

GON DID NOT, HOWEVER, CALL FOR NEW GLOBAL TENDERS, BUT RATHER CALLED FOR NEGOTIATIONS FOR SUPPLY OF DVOR EQUIPMENT WITH FIVE COMPANIES WHICH HAD RESPONDED TO PREVIOUS TENDERS FOR DME AND VOR EQUIPMENT. AUSTRALIANS HAVE APPARENTLY OBJECTED TO THIS PROCEDURE, AND ARE BELIEVED TO BE PUTTING PRESSURE ON ADB NOT TO ALLOW GON TO PURCHASE ITT EQUIPMENT.

3. ACTION REQUESTED: IN VIEW POSSIBILITIES OF SALE WHICH WOULD BENEFIT U.S. FIRM, WE WOULD APPRECIATE ANY INFORMATION, AND ASSISTANCE WHICH USADB COULD PROVIDE.
CARGO

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 10 MAY 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GarlanWA
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974KATHMA01893
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740114-0776
From: KATHMANDU
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740558/aaaabzpt.tel
Line Count: 72
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION TRSE
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: GarlanWA
Review Comment: n/a
Review Content Flags:
Review Date: 08 AUG 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <08-Aug-2002 by shawdg>; APPROVED <11 FEB 2003 by GarlanWA>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PURCHASE OF NAVIGATIONAL EQUIPMENT FOR NEPAL
TAGS: BEXP, NP
To: TRSY MANILA
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005